

## Message Text

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DRAFTED BY EXIM: J C FLEIG  
APPROVED BY E'R EE:CWSCHMIDT  
EXIM: S. GLAZER  
EXIM: R J ALBRIGHT  
EXIM: J L MOORE  
EB/IFD/ODF:TPARKER  
EUR/EE:GTBOUTIN  
-----031764 102313Z /45  
R 101913Z AUG 78  
FM SECSTATE WASHDC  
TO AMEMBASSY WARSAW

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E.O. 11652:N/A

TAGS: EGEN

SUBJECT:VISIT TO WASHINGTON OF POLISH NATIONAL BANK PRESI-  
DENT WITOLD BIEN

1. EMBASSY IS REQUESTED TO DELIVER THE FOLLOWING MESSAGE  
TO BIEN FROM EXIMBANK CHAIRMAN MOORE:

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DEAR MR. PRESIDENT:

I WAS PLEASED TO LEARN THAT YOU WILL BE VISITING WASHINGTON  
ON AUGUST 20-22. I CORDIALLY INVITE YOU TO INCLUDE IN  
YOUR ITINERARY A VISIT TO THE EXPORT-IMPORT BANK. AL-  
THOUGH I WILL BE AWAY FROM WASHINGTON DURING THAT  
PERIOD, BANK VICE-CHAIRMAN AND FIRST VICE-PRESIDENT  
H.K. ALLEN WILL LOOK FORWARD TO HOSTING A SMALL WORKING  
LUNCHEON FOR YOURSELF, YOUR COLLEAGUES, AND A FEW

MEMBERS OF OUR BANK STAFF.

WE AT EXIMBANK ARE MINDFUL OF FINANCE MINISTER KISIEL'S COMMENTS DURING HIS VISIT HERE LAST DECEMBER. IN THAT VISIT, WE AGREED UPON THE DESIRABILITY OF REGULAR EXCHANGE OF VIEWS DURING THIS PERIOD OF ADJUSTMENT IN POLAND'S ECONOMIC PROGRAMS. IT WAS MINISTER KISIEL'S OPINION THAT OUR BANK WOULD NOT BE CALLED UPON TO FINANCE

ANY LARGE NEW PROJECTS DURING THE NEXT FEW YEARS. INSTEAD, HE REQUESTED AN INCREASE IN OUR COOPERATIVE FINANCING FACILITY LINE OF CREDIT WITH BANK HANDLOWY TO COVER SMALLER, MEDIUM-TERM TRANSACTIONS, AND OUR HELP TO COMPLETE CERTAIN INVESTMENT PROJECTS UNDERTAKEN EARLIER IN YOUR DEVELOPMENT PLAN. AS YOU KNOW, WE INCREASED THE CFF LINE SHORTLY AFTER MINISTER KISIEL'S VISIT, AND WE HAVE THIS YEAR CONTINUED TO SHOW OUR WILLINGNESS TO SUPPORT MEDIUM-SIZED CONTRACTS TO HELP COMPLETE PROJECTS LIKE HUTA KATOWICE.

IN VIEW OF THIS BACKGROUND, WE ARE PUZZLED BY THE CONTINUING STREAM OF REQUESTS FROM PROSPECTIVE U.S. SUPPLIERS WHO HAVE BEEN INVITED TO BID AND PROVIDE FINANCING ON WHAT APPEAR TO BE SUBSTANTIAL NEW POLISH INVESTMENT LIMITED OFFICIAL USE

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PROJECTS. I CITE, FOR EXAMPLE, THE PILA ARTIFICIAL FIBERS COMPLEX AND RELATED REFINERY AND CHEMICAL PLANT MODIFICATION AT PLOCK AND OSWIECIM; THE ROLL FOUNDRY AT HUTA BUCZKA; THE COLD DRAW PLANT, A HOT STRIP FINISHING MILL FOR KATOWICE, A GRAIN HANDLING FACILITY, A CAN PLANT, AND OTHERS.

WE WOULD LIKE TO DISCUSS WITH YOU DURING YOUR VISIT TO WASHINGTON WHETHER THE TIMING OF THESE PROJECTS, THEIR PRIORITY IN YOUR DEVELOPMENT PLANS AND THEIR FOREIGN EXCHANGE IMPACT ARE CONSISTENT WITH YOUR PLANS FOR DEALING WITH OTHER ASPECTS OF THE ECONOMY WHICH MINISTER KISIEL MENTIONED. IN THESE DISCUSSIONS, WE WOULD HOPE THAT YOU WOULD FOCUS, IN PARTICULAR, ON YOUR CURRENT INVESTMENT PROJECT PRIORITIES, THE ROLE IN THEM FOR U.S. SUPPLIERS AND HOW YOU FORESEE DEVELOPMENTS IN YOUR BALANCE OF PAYMENTS AND EXTERNAL DEBT OVER THE NEXT FEW YEARS. WE WOULD ALSO BE INTERESTED IN KNOWING WHY THE INCREASED CFF LINE OF CREDIT HAS RECEIVED RELATIVELY LITTLE USE.

EXIMBANK'S SUPPORT OF U.S. EXPORTS TO POLAND HAS OFFERED SUBSTANTIAL BENEFITS TO BOTH POLAND AND THE UNITED STATES, AND WE EXPECT TO CONTINUE TO WORK TOGETHER CLOSELY IN

THE FUTURE. WE APPRECIATE AND CONTINUE TO RELY UPON THE ECONOMIC DATA WHICH YOU HAVE PROVIDED US FROM TIME TO TIME. WE ALSO BELIEVE THAT DISCUSSIONS AT REGULAR INTERVALS ARE IMPORTANT AND PRODUCTIVE, AND WE LOOK FORWARD TO MEETING WITH YOU LATER THIS MONTH. SINCERELY, JOHN L. MOORE, JR.

2. FOR EMBASSY: EXIMBANK WISHES TO USE THE ABOVE MESSAGE AS AN AGENDA FOR BIEN'S VISIT. BANK VIEWS FORTHCOMING VISIT AS EXCELLENT OPPORTUNITY TO HELP IT FORMULATE POLICY TOWARD TREATMENT OF FUTURE FINANCING REQUESTS. VANCE

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## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** VISITS, NATIONALS, BANKS  
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**Decaption Date:** 01 jan 1960  
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**TAGS:** EGEN  
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**Type:** TE  
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**Review Markings:**  
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